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CD NO.

COUNTRY Poland 620535 DATE DISTR. 4 August 1954  
 SUBJECT Export of Agricultural Products NO. OF PAGES 2

PLACE  
ACQUIREDNO. OF ENCLS.  
(LISTED BELOW)DATE OF  
INFO.SUPPLEMENT TO  
REPORT NO.

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1. The Polish agricultural cartels, ANIMEX, DALSPOL, and ROLIMPEX, do not provide prospective customers with price lists. The Poles do not calculate prices of commodities on the basis of cost of raw materials, handling, and profit, but rather on a basis of the price they would like to obtain, or the highest price obtainable on the world market at any given time. As a result of this practice, Polish prices are constantly fluctuating. This increases the difficulties of doing business with Poland. [redacted] 25X1
- [redacted] the practice often loses a lot of business for Poland. [redacted] 25X1

2. Source was informed that the Poles are exerting a great deal of energy to obtain markets in the Middle East, Africa, and South America.

3. Poland is interested in exporting the following agricultural products [redacted] 25X1  
 [redacted] cellulose, barley, bacon, ham, dried mushrooms, medicinal  
 herbs, chicory, honey, fresh eggs, [redacted], powdered  
 eggs, frozen eggs, butter, poultry.

4. On all deliveries of goods from Poland, the Poles pay the freight charges. The Poles deliver shipments only against letters of credit which are negotiable upon receipt of consignment. The Poles extend no credit to firms with which they deal.

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